

Message Text

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15

ACTION XMB-07

INFO OCT-01 EA-11 ADP-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02

OMB-01 RSR-01 /079 W

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R 230814 Z APR 73

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 7453

C O N F I D E N T I A L SEOUL 2528

E. O. 11652: GDS

TAGS: ETRD, KS

SUBJECT: EISENBERG INTEREST IN TONG YANG CEMENT PLANT

FOR COMMERCE AND EXIM BANK

REF: STATE 073293

1. EMBASSY HAS RECEIVED FROM FULLER COPY OF CABLE SENT BY FULLER TO EISENBERG NEW YORK OFFICE STATING THAT EISENBERG " DOES NOT AND WILL NOT REPRESENT FULLER IN KOREA."

2. EISENBERG REPRESENTATIVES APRIL 20 CALLED ON COMMERCIAL COUNSELOR TO DISCUSS TONG YANG PLANT EXPANSION. THEY CLAIMED TO BE REPRESENTING POLYSIUS (FRANCE) AND POLYSIUS NEUBECKUM (GERMANY) INTERESTS, AND THROUGH THE LATTER, THE FULLY- OWNED SUBSIDIARY IN US.:

POLYSIUS CORPORATION
7002 PERIMETER CENTER EAST
ATLANTA, GS., 30346
TELEPHONE: 404-256-2876
PRESIDENT: DR. GERD A. SCHROTH

THEY SAID THEY PREPARED TO REPRESENT POLYSIUS US SUBSIDIARY IN COMPETITION FOR TONG YANG CONTRACT, AND SUGGESTED POSSIBILITY OF EXIM BANK FINANCING FOR US POLYSIUS. WE SAID WE HAD NO
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KNOWLEDGE OF US POLYSIUS AND WOULD WANT TO ESTABLISH ITS
IDENTITY AND EISENBERG RIGHT TO REPRESENT THEM.

4. NEW EISENBERG APPROACH THROUGH US POLYSIUS IS ONLY A
HALF- HEARTED ATTEMPT TO STAY IN TONG YANG PICTURE. BOTH
FULLER AND TONG YANG REPRESENTATIVES HAVE INFORMED EMBASSY
THAT THEY EXPECT CONTRACT TO BE SIGNED IN NEXT FEW DAYS .
HOWEVER, US POLYSIUS COULD BE FACTOR IN OTHER PROJECTED
CEMENT COMPANY EXPANSIONS, SO WE WOULD APPRECIATE INFORMATION
AS TO WHETHER THIS IS REALLY US COMPANY WHICH EISENBERG
ENTITLED TO REPRESENT.
UNDERHILL

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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EO Systematic Review
30 JUN 2005

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